

The Neiman Marcus Group, Inc.

Approver: LJE

Request:

- A. Discount (57%)
- B. Price Hold (3 years)(57%)
Products on Order plus HR, Purchasing Intelligence,
Financial Intelligence, WMS, PDX, Call Center
- C. Selling More than 1 year of Support (18 mos.)
- D. Term OLSA 3 years
- E. Flat Support 3 years with years 4&5 held at 5%

Deal Summary:

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Product Mix:	11i Fins, Purch, Proj, iP, iSup, iSource, Tutor, 9iEE, 9iAS
License Discount	57%
Support Discount	57%
Support Options/Holds	Flat 3 yrs, max 5% yrs 4&5,
Price Holds	3 years on HR, CRM,
List License	3,942,000
List Support	867,240
Net License	1,895,080
Net Support	416,918 (18 months @\$625,376)
Net Price	2,311,998
Price List Used	11-Jan-2002

Justification for A,B,D,E

This transaction is the culmination of a 9 months sales cycle with competitive threats from IBM and PeopleSoft. Early on Oracle committed to a deep discount and go-forward price hold in order to establish Oracle as a preferred vendor to win Financials, HR and to displace Informix/IBM for the database. The discount request was also part of our strategy to eliminate PeopleSoft and continue evaluating only Oracle for the Financials. We still have significantly more business for FY2003 (HR, DB, CRM). In addition, we want to build the perception that Oracle is easy to do business with.

Justification for C: Customer wants to co-terminate existing support CSI#3238728 with this new agreement. In addition, customer is willing to prepay support through 7/31/03. Support agreement will then be paid annually from Aug to July thereafter.

Recommendation: Approve

Submitted By: Roger Turnham 972-501-3718, Johnson, Gillespie, Roberts

R: 2/12/01

C: 2/12/01

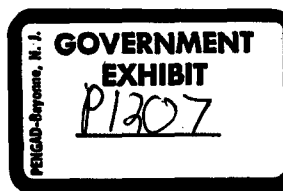
L: 2/12/01

A: 2/12/01

BP: BL

Last revised 4/6/00

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